

www.scs.com.sg

SCS
SPECIALIST
CONSTRUCTION
SOLUTIONS



SCS

Specialist Construction Solutions

www.scs.com.sg

GOSU

RYU KI-WOON MOON JUNG-HOO
MOON MYEONG-JU HAN BYEONG-HUN

CHAPTER 21
THE BAEKMA VALLEY (2)

SPLASH



WHY DO YOU
KEEP HARASSIN'
ME? I SAID I'M
NOT BUYING 'EM,
DIDN'T I?



RAGE



Tap
Tap



I UNDERSTAND
WE'LL COME
BACK ANOTHER
TIME THEN.

PLEASE
DON'T! I'LL
THROW DUNG
ON YOU
NEXT TIME!





EVEN CUSTOMERS
LIKE HER, WHO REJECT
US SO VEHEMENTLY,
CHANGE THEIR TUNE
AFTER A COUPLE
MORE VISITS.

THAT'S
BEEN MY
EXPERIENCE SO
FAR ANYWAY,
NANA.

...

WELL, I DUNNO. I
DONT SEE WHY WE HAVE
TO ENDURE THIS HUMILIATION
WHEN SELLING STUFF
ISNT A CRIME...



YOU STILL
HOLD ONTO IT?



COME
AGAIN?





LEE DEOK-GWANG
SEONBAE*...



*S/N Seonbae is Korean for old friend used when addressing senior colleagues or mentors.

HE'S QUITE A PECULIAR GUY.



*HIS SALES APPROACH
DOESN'T SEEM PARTICULARLY
SPECIAL COMPARED TO
HIS COLLEAGUES...*



*BUT PEOPLE OPEN THEIR
HEARTS TO HIM EASILY AND BUY
FROM HIM WITH SMILING FACES.*





OF COURSE, THE PEOPLE
WHO DON'T BUY ANYTHING
STILL OUTNUMBER
THOSE WHO DO.



I BOUGHT THIS
CLEAVER FROM
'YOU PEOPLE'
LAST MONTH...

I WAS
TOLD THAT IT'D
LAST FOR AT LEAST
TEN YEARS, BUT IT'S
LIKE THIS ALREADY.
WHATCHA GONNA
DO ABOUT IT?



**TAKE THIS
CRAP BACK, AND
EITHER GET ME A
NEW CLEAVER OR
GIMME BACK MY
MONEY RIGHT
NOW!**



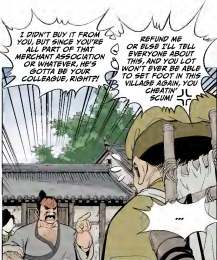
**BUT... I
DIDN'T SELL
THIS.**

WHAT?



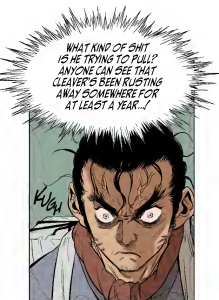
**WHAT THE
HELL ARE YA TRYIN'
TO SAY...?**





I DIDN'T BUY IT FROM YOU, BUT SINCE YOU'RE ALL PART OF THAT MERCHANT ASSOCIATION OR WHATEVER, HE'S GOTTA BE YOUR COLLEAGUE, RIGHT?

REFUND ME OR ELSE I'LL TELL EVERYONE ABOUT THIS, AND YOU LOT WON'T EVER BE ABLE TO SET FOOT IN THIS VILLAGE AGAIN, YOU CHEATIN' SCUM!



WHAT KIND OF SHIT IS HE TRYING TO PULL? ANYONE CAN SEE THAT CLEAVER'S BEEN RUSTING AWAY SOMEWHERE FOR AT LEAST A YEAR...!

KUH



YES... I UNDERSTAND





WE'LL TAKE
OUR LEAVE
THEN.

HEY,
W-WAIT...



WHAT WAS THAT
JUST NOW? YA ONLY
SHARPENED IT A COUPLE
OF TIMES, BUT ALL OF THE
RUST CAME OFF. C'MON,
GIVE US ANOTHER LOOK
AT THAT WHETSTONE.

SAR?



AH, SURE. I CAN
SHOW IT TO YOU, BUT
IT'S NOT FOR SALE.

HUP
WHADDYA
MEAN?

...



IT'S A WHETSTONE
SPECIALLY-MADE FOR
WEAPONS AND WILL BE
SUPPLIED TO MAGISTERIAL
OFFICES.

BUT THIS ONE'S ONLY
A DEMO UNIT, AND WE'RE
PROHIBITED FROM SELLING
IT TO REGULAR FOLK.

WHAT A LOAD
OF CROCK. IF A
CUSTOMER WANTS TO
BUY IT, THEN YA HAPTA
SELL IT. ENOUGH TALK
AND LEMME HAVE
ANOTHER LOOK
AT IT.

o o o



© 2011 Soga nochi. From



OLEYIN
TWELVE

WHOA...
FOURTEEN
SALES IN
ONE DAY...

WHY AREN'T
YOU A
MILLIONAIRE
YET?

I WISH...

Haha

ANYWAY,
IT MUSTN'T HAVE
BEEN EASY FOR
YOU TO FOLLOW
ME AROUND ALL DAY.
DID YOU LEARN
SOMETHING?

YES.. I
LEARNED A LOT,
AND I ENJOYED
SEEING YOU
IN ACTION.

I'VE GOTTA SAY THAT I WAS
IN AWE WHEN YOU MANAGED TO SELL
A WHETSTONE TO THAT MAN WHO WAS
BEING A PAIN IN THE ASS...

I WONDER IF YOU
PRACTISE DURING YOUR
SPARE TIME TO PREPARE
FOR THESE SITUATIONS..
HAHA...

HEH...
THAT'S NOT
SOMETHING YOU
CAN PRACTISE..
HAHA...

WE'RE
MERCHANTS. WE HAVE A
DUTY TO SELL OUR WARES
IN WHATEVER SITUATION WE
FIND OURSELVES IN.

ANYONE WHO
REMEMBERS *THAT*
CAN DO WHAT I DID.



BUT WHATEVER
YOU DO, NO
'HARD-SELLING'.

'FORCING'
A CUSTOMER TO
BUY A PRODUCT IS
SOMETHING ONLY
A CROOK WOULD
DO.





WORK HARD
TO APPROACH
YOUR CUSTOMERS IN
A NATURAL WAY AND
TALK WITH THEM.

THAT'S WHERE
EVERYTHING
STARTS.

OH, AND
I LEARNED OF THIS
WHEN I STOPPED BY
THIS VILLAGE A FEW
DAYS AGO...

DO YOU SEE
THAT EMPTY HOUSE
OVER THERE?

AH, YES...

A FAMILY WILL
BE MOVING INTO THAT
HOUSE TODAY.

THEY SHOULD
BE ARRIVING
SOON.



THAT'S
ALSO THE REASON
WE'RE WHILING AWAY
OUR TIME HERE.



WHEN THEY ARRIVE, I
MEAN TO GO WITH YOU AND
HELP THEM MOVE IN.

HUH?



NOT FEELING
SO EAGER,
ARE YOU?



NO... IT'S NOT
THAT I'M NOT
EAGER...



WHILE WE
HELP THEM, DON'T
YOU THINK WE MIGHT
LEARN WHAT THEY NEED
OR WHAT OLD FURNITURE
THEY MIGHT LIKE
TO REPLACE?



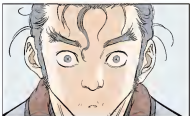
AH!

MAKE A HABIT OF
OBSERVING YOUR
SURROUNDINGS
LIKE THAT.



IF THE COUPLE NEXT DOOR
HAVE A QUARREL IN THE MIDDLE
OF THE NIGHT, YOU SHOULD FIND
OUT HOW MANY DISHES WERE
SMASHED DURING THE SPAT
AND SELL PLATES TO THEM
THE NEXT MORNING.

THAT'S THE
KIND OF FOLK WE
MERCHANTS ARE!

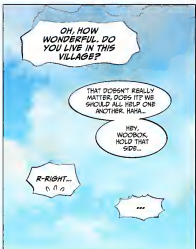


**WHOA, I'M
REALLY LEARNING
LOTS OF GOOD STUFF
TODAY, AREN'T I...?!**











...I NOTICED WHILE
MOVING IT THAT YOUR
ARMOR LOOKS REALLY
WORN, SO I WONDERED IF IT
WASN'T ABOUT TIME YOU
CONSIDERED GETTING
A NEW ONE...

OH, IF YOU AREN'T
INTERESTED, THEN
DON'T WORRY, IT'S
OKAY IF YOU DON'T
WANT TO BUY IT.





**THANK YOU VERY
MUCH. YOUR ITEM
WILL BE DELIVERED
IN TWO TO THREE
DAYS!**



WHAT AN
AMAZING GUY...



DAMMIT... WHAT
ROTTEN LUCK...

...



WHY DID YOU
BUY IT? HE SAID YOU
DIDN'T HAVE TO.

WHAT?

DIDN'T YOU SEE
THE PUNK NEXT TO
HIM GLARING AT ME?
HE LOOKED LIKE HE
WAS ABOUT TO START
SMASHING THINGS
IF I DIDN'T BUY
SOMETHING...

OH
DEAR
ME...

FOR A MOMENT, I THOUGHT THIS
WAS A FRIENDLY NEIGHBOURHOOD,
BUT WE ENDED UP RUNNING INTO
THUGS... PTOOEY--









IF YOU
WERE GOING TO DO
THAT, WOULDN'T IT
HAVE BEEN BETTER TO
GO BACK AND TEAR
IT UP IN FRONT
OF THEM...?

NO,
IT'S FINE.

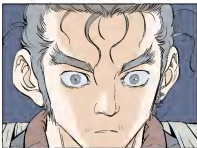
AFTER WHAT
HAPPENED, IT
WOULDN'T BEEN
AWKWARD FOR
BOTH OF US IF
I DID THAT...

THEY'LL THINK IT'S STRANGE
WHEN THE ITEM DOESN'T ARRIVE
AFTER THREE DAYS, BUT THEY'LL
SOON REALISE THAT THEY
MISJUDGED US.

I'VE EXPERIENCED
SIMILAR SITUATIONS
BEFORE, AND MOST
TURNED OUT THAT
WAY.

THEN, WHEN THOSE
CUSTOMERS SEE OUR
COLLEAGUES NEXT TIME, AT
LEAST THEY WON'T THINK THAT
WE'RE JUST SOME THUGS
TRYING TO RIP THEM OFF.

LIKE I TOLD
YOU BEFORE, NO
"HARD-SELLING".



THAT'S ALL
I HAVE TO
TEACH YOU!

FAREWELL,
THEN!

HUMP

DIDN'T
YOU SAY YOU LIVE
NEAR YELLOW DRAGON
MOUNTAIN? THE PATH ON
THE LEFT TAKES YOU
TO THE MOUNTAIN.

WHILE I'M
TAKING THE PATH
ON THE RIGHT...

AH, YES,
I SEE.

TAKE CARE ON THE
WAY BACK, SEONBAE.
THANK YOU VERY MUCH
FOR TODAY.



A REAL
MERCHANT,
HUH..?



YOU MAY
SELL YOUR PRIDE,
BUT NEVER YOUR
CONSCIENCE!



...

GAH, IT'S
EMBARRASSING
WHEN I SAY IT
OUT LOUD...
U U



WELL,
WHATEVER.

STARTING
TOMORROW,
I'LL THROW AWAY
MY PRIDE TOO,
AND...



HMM?



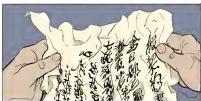
AH.

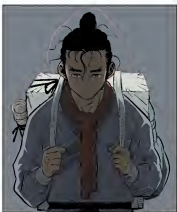
I FORGOT
TO RETURN
THESE!

UU















WHAT YOU
SAID WAS
RIGHT.

IF I COULD MAKE
SALES LIKE TODAY
EVERY DAY, I WOULD'VE
BEEN A MILLIONAIRE
A LONG TIME AGO.

I'VE ALWAYS WORKED
THE SAME WAY, BUT MOST
DAYS, I'M LUCKY IF I MAKE
A SINGLE SALE...

BUT TODAY, PEOPLE
WERE BUYING FROM
ME LIKE THEY WERE
POSSESSED.

I'VE NEVER
EXPERIENCED
ANYTHING LIKE IT.

CONSCIENCE?

YEAH, OF
COURSE IT'S
IMPORTANT!

BUT TO ME, THE MOST
IMPORTANT THING IS MY FAMILY,
WHO STILL BELIEVE THAT A GUY
LIKE ME IS THE MOST CAPABLE
MAN IN THE WHOLE WORLD!



FROM THE START,
THERE WASN'T ANYTHING
YOU COULD LEARN
FROM ME.







NO...

...I THINK I STILL
HAVE A LOT I CAN
LEARN FROM
YOU...